



## *SUCCESS STORY*

### *PHILADELPHIA DISTRICT OFFICE*

U. S. SMALL BUSINESS ADMINISTRATION

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## **USA ENVIRONMENTAL STRIKES PAY DIRT**

George W. Woods, CEO and owner of USA Environmental Management, Inc., an Upper Darby firm that handles environmental remediation, compliance and industrial hygiene has recently been named as one of the 100 fastest growing companies in the Delaware Valley area for the sixth consecutive year, according to the University of Pennsylvania's Wharton School of Business.

"USA Environmental Management is dedicated to providing our clients with cost effective, legal alternative strategies when dealing with environmental compliance issues," said George. "To this end, USA has developed extensive expertise in engineering, environmental sciences, industrial hygiene demolition, construction, bioremediation, training and geotechnical engineering.

"Our rapid growth is a direct result of our core business into related disciplines including hazardous and non-hazardous material management and abatement, design build construction and facility support management," he continued.

George holds a degree in chemistry and an MBA. He first started his career as a lab technician for Combustion Engineering and quickly moved up the corporate ladder to a position of quality assurance manager. Later, George started a part time enterprise Quali-Pro-Tech Services and subsequently sold this business.

He started USA in 1994 on West Chester Pike and has branch offices in Beltsville, MD, Trenton, NJ and Philadelphia, PA. During the formative years of USA, George became a certified 8(a) company through the US Small Business Administration (SBA). The 8(a) program is designed to assist socially and economically disadvantaged small business to compete for a fair share of federal government business.

With the help of SBA's 8(a) program, USA Environmental Management, Inc. was able to secure contracts with the Army Corps of Engineers, Department of Navy, Department of Interior and other federal agencies. USA Environmental Management, Inc. needed to secure funding to finance its receivables during its rapid growth stages. Commerce Bank assisted the firm with a \$300,000 loan which was guaranteed through the SBA.

George has received many honors throughout his distinguished business career including a recent "Safety Award" from the US Army Corps of Engineers, SBA's Minority Enterprise Development Award, and SBA's Administrator's Award.